

REMARKS

Claims 1, 2, 9, 11, 13, 14, 19, and 20 have been amended, and Claims 25 – 27 have been added. Examination of the claims as amended is respectfully requested.


An Appendix is provided to highlight the amendments by underlining added material and enclosing deleted material in square brackets.

CONCLUSION

In view of the foregoing, Applicants believe all claims now pending in this Application are in condition for allowance. The issuance of a formal Notice of Allowance at an early date is respectfully requested.

If the Examiner believes a telephone conference would expedite prosecution of this application, please telephone the undersigned at 303-571-4000.

Respectfully submitted,


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APPENDIX: VERSION WITH MARKINGS TO SHOW CHANGES MADE

The amendments made by the foregoing Preliminary Amendment are highlighted below by underlining added material and enclosing deleted material in square brackets.

Claims 1, 2, 9, 11, 13, 14, 19, and 20 have been amended:

1. (Amended) A method for managing a geographical distribution of business representatives, the method comprising:
receiving a trace defining a closed geographical area;
identifying at least one geographical unit within the closed geographical area; and
[modifying a stored characteristic of] receiving information regarding
the at least one geographical unit in response to [an instruction] input from a user.
2. (Amended) The method recited in claim [1] 25 wherein modifying the stored characteristic of the at least one geographical unit comprises assigning a business representative to the at least one geographical unit.
3. (As Filed) The method recited in claim 2 wherein assigning a business representative to the at least one geographical unit comprises substituting the business representative for a prior business representative.
4. (As Filed) The method recited in claim 1 wherein receiving a trace defining a closed geographical area comprises receiving a freehand trace.

5. (As Filed) The method recited in claim 4 wherein the freehand trace is provided with a pen and digitizing tablet.

6. (As Filed) The method recited in claim 4 wherein the freehand trace is provided with a touch screen.

7. (As Filed) The method recited in claim 1 wherein the at least one geographical unit is comprised by a hierarchy of geographical units.

8. (As Filed) The method recited in claim 1 wherein the at least one geographical unit is comprised by an established set of geographical units.

9. (Amended) The method recited in claim [8] 25 wherein modifying the stored characteristic of the at least one geographical unit comprises removing the at least one geographical unit from [the] an established set of geographical units.

10. (As Filed) The method recited in claim 8 further comprising updating an assignment of business representatives to geographical units in accordance with a change in the established set of geographical units.

11. (Amended) The method recited in claim [1] 25 wherein modifying the stored characteristic of the at least one geographical unit comprises adding the at least one geographical unit to an established set of geographical units.

12. (As Filed) The method recited in claim 1 further comprising displaying an assignment of a plurality of business representatives to a plurality of geographical units graphically.

13. (Amended) A computer-readable storage medium having a computer-readable program embodied therein for directing operation of a computer system including an input device, a display device, a processor, and a storage device, wherein the computer-readable program includes instructions for operating the computer system to manage a geographical distribution of business representatives in accordance with the following:

receiving a trace from the input device defining a closed geographical area;

identifying at least one geographical unit within the closed geographical area with the processor; and

[modifying a stored characteristic of] receiving information regarding the at least one geographical unit **[on the storage device]** in response to **[an instruction]** input from a user.

14. (Amended) The computer-readable storage medium recited in claim [13] 26 wherein modifying the stored characteristic of the at least one geographical unit comprises assigning a business representative to the at least one geographical unit.

15. (As Filed) The computer-readable storage medium recited in claim 13 wherein the at least one geographical unit is comprised by a hierarchy of geographical units.

16. (As Filed) The computer-readable storage medium recited in claim 13 wherein the at least one geographical unit is comprised by an established set of geographical units.

17. (As Filed) The computer-readable storage medium recited in claim 16 wherein the computer-readable program further includes instructions for updating an assignment of business representatives to geographical units in accordance with a change in the established set of geographical units.

18. (As Filed) The computer-readable storage medium recited in claim 13 wherein the computer-readable program further includes instructions for displaying an assignment of a plurality of business representatives to a plurality of geographical units graphically on the display device.

19. (Amended) A computer system comprising:
an input device;
a storage device;
a processor in communication with the input device and the storage device; and

a memory coupled with the processor, the memory comprising a computer-readable storage medium having a computer-readable program embodied therein for operating the computer system to manage a geographical distribution of business representatives, the computer-readable program including:

instructions for receiving a trace from the input device defining a closed geographical area;

instructions for identifying at least one geographical unit within the closed geographical area with the processor; and

instructions for **[modifying a stored characteristic of]** receiving information regarding the at least one geographical unit **[on the storage device]** in response to **[an instruction]** input from a user.

20. (Amended) The computer system recited in claim [19] 27 wherein the instructions for modifying the stored characteristic of the at least one geographical unit comprise instructions for assigning a business representative to the at least one geographical unit.

21. (As Filed) The computer system recited in claim 19 wherein the at least one geographical unit is comprised by a hierarchy of geographical units.

22. (As Filed) The computer system recited in claim 19 wherein the at least one geographical unit is comprised by an established set of geographical units.

23. (As Filed) The computer system recited in claim 22 wherein the computer-readable program further includes instructions for updating an assignment of business representatives to geographical units in accordance with a change in the established set of geographical units.

24. (As Filed) The computer system recited in claim 19 further comprising a display device in communication with the processor, wherein the computer-readable program further includes instructions for displaying an assignment of a plurality of business representatives to a plurality of geographical units graphically on the display device.

Claims 25 – 27 have been added:

-- 25. (New) The method recited in claim 1 further comprising modifying a stored characteristic of the at least one geographical unit in response to the received information.

26. (New) The computer-readable storage medium recited in claim 13 wherein the computer-readable program further includes instructions for operating the computer system for modifying a stored characteristic of the at least one geographical unit on the storage device in response to the received information.

27. (New) The computer-readable storage medium recited in claim 19 wherein the computer-readable program further includes instructions for modifying a stored characteristic of the at least one geographical unit on the storage device in response to the received information. --